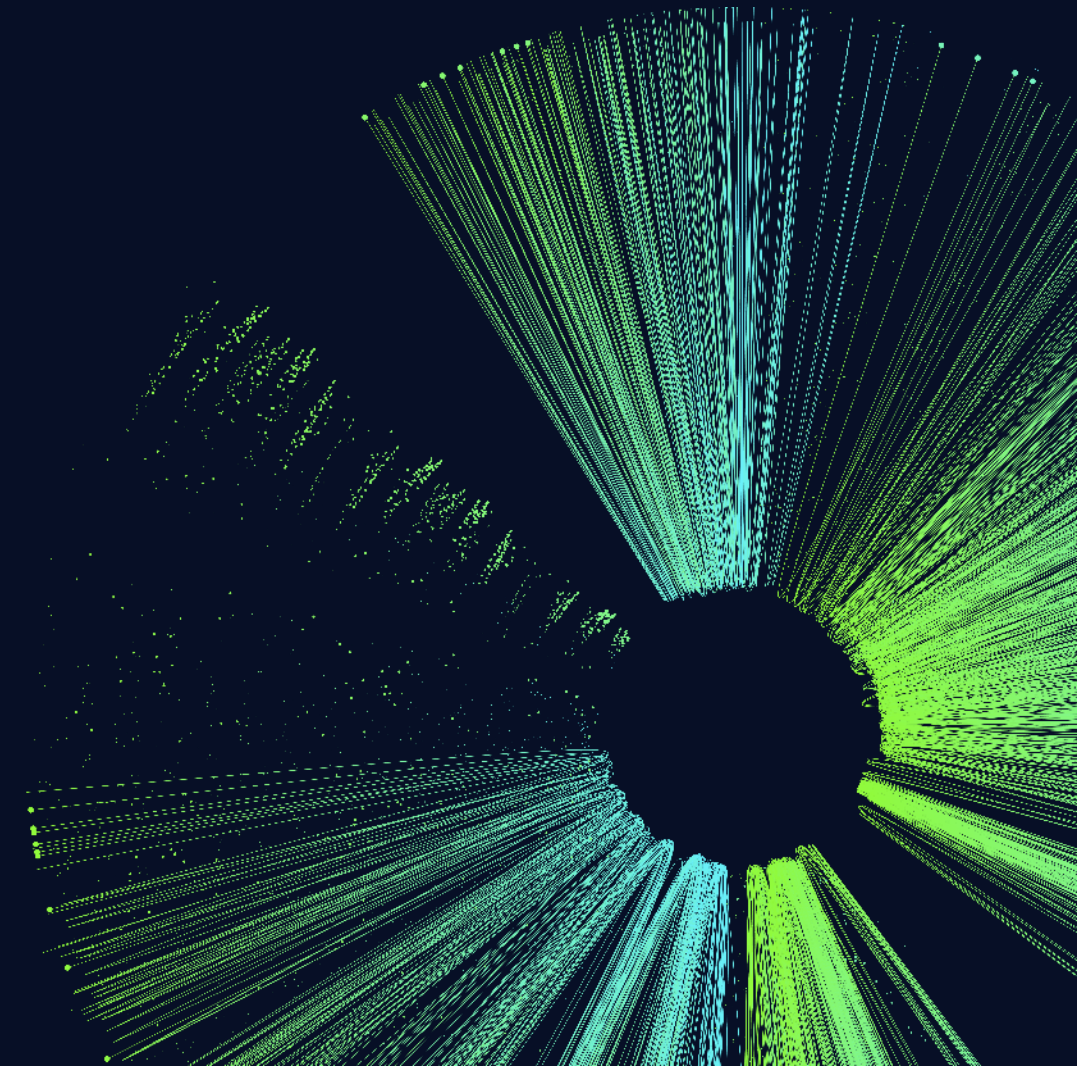


# MAKIRA<sup>®</sup>

It's about time.



Welcome

# Intelligent AP & Document Automation for SAP

The webinar will start in a few moments

# Today's speakers



**Yung Fei Toh**  
Sales Director  
Innovation & Technology

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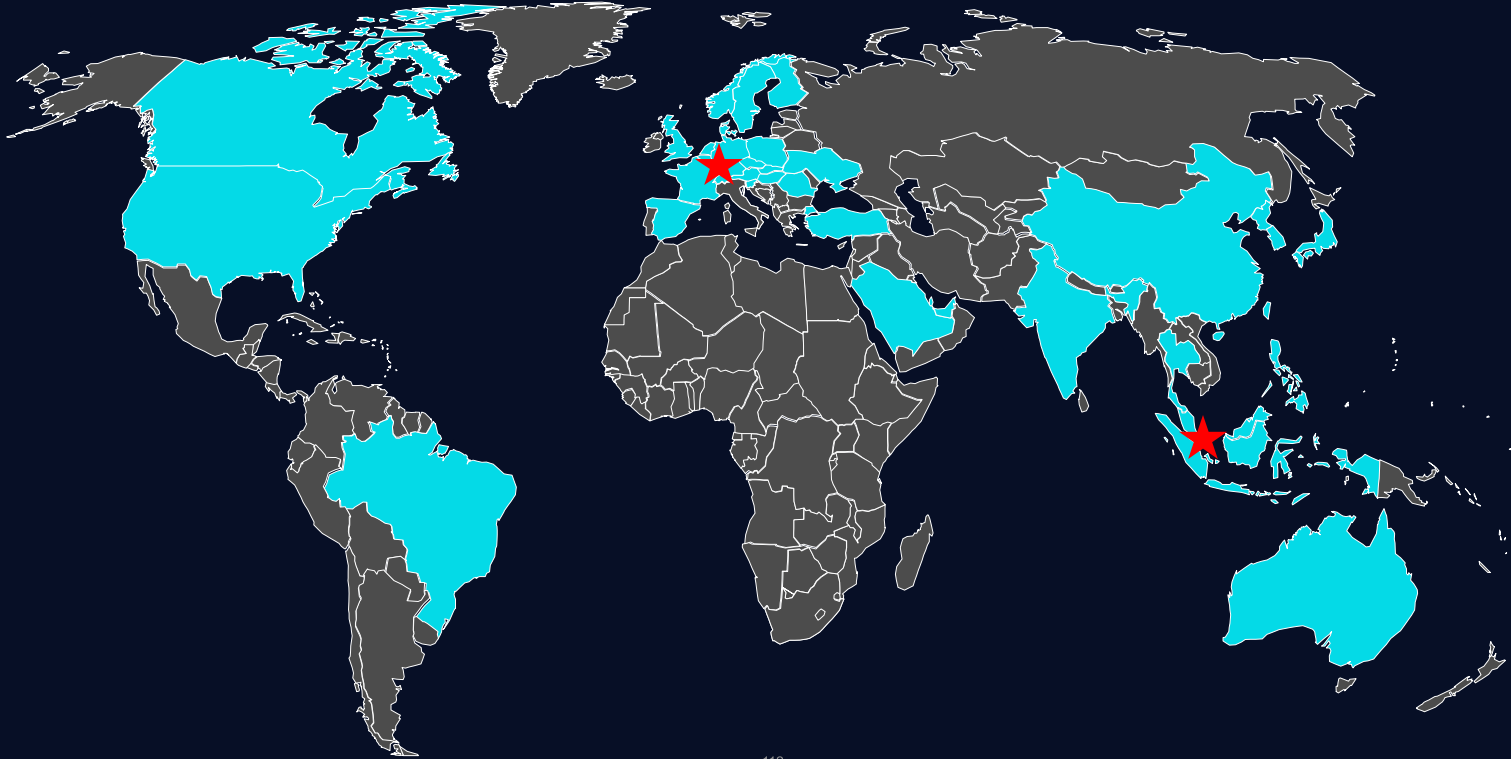
**Jonas W Kvist**  
Director  
MAKIRA

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# NTT DATA Business Solutions – SAP Global and Platinum Partner

## A Global Footprint



### Americas

- Brazil
- Canada
- United States

### Asia Pacific

- Indonesia
- Malaysia
- Singapore
- Thailand
- Australia
- China
- India

### Middle East

- Qatar
- United Arab Emirates

### Europe

- Austria
- Belgium
- Switzerland
- Bulgaria
- Czech Republic
- Türkiye
- Denmark
- Finland
- United Kingdom
- France
- Germany
- Hungary
- Netherlands
- Norway
- Poland
- Serbia
- Slovakia
- Spain
- Sweden

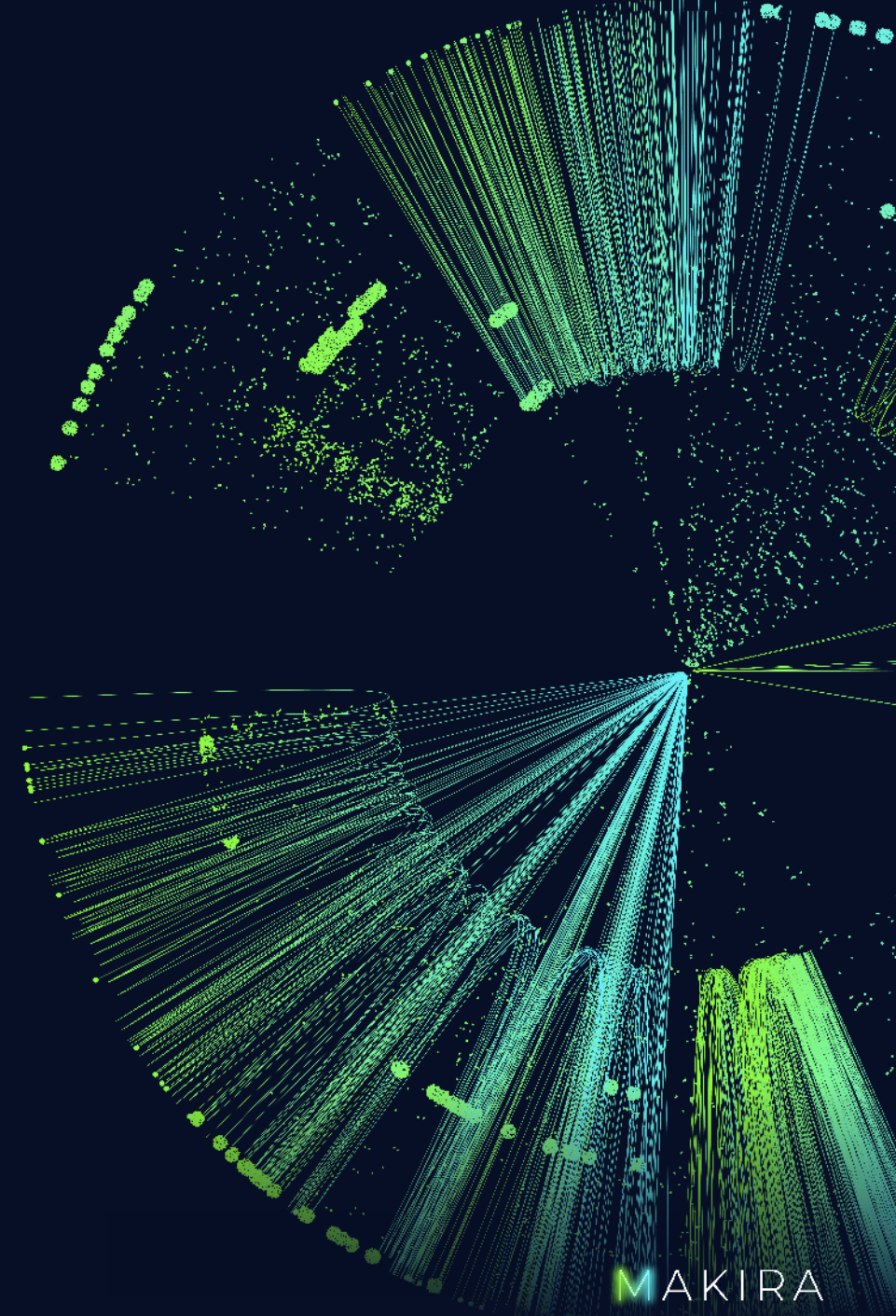
# Agenda

**01** Document Automation  
in SAP

**02** AI capabilities and  
workflows

**03** Real life examples

**04** Wrap-up and Q&A



It's about time.

## Manual process



## Automated process



From AP to AR.  
From HR to CX.  
From A to Z.

100+

countries  
with a MAKIRA solution.

12+

document types  
supported.

65-90%

reduction  
of manual work.

Business process

**Invoices**

**Purchase orders**

**Order confirmations**

Remittance advice

HR documents

Certificates

Contracts

...

Document phases

**01.  
Receive**

**02.  
Create**

**03.  
Approve**

**04.  
Archive**

Products

MAKIRA Capture  
MAKIRA E-Invoice

MAKIRA Automate  
- Integration  
- AI Agents  
(Enrich & Match)

MAKIRA Approve  
MAKIRA Autobank<sup>2</sup>

MAKIRA Archive for SAP

MAKIRA Reports & Buddy

<sup>1</sup> Powered by JOUBINI

<sup>2</sup> Powered by Serrala

# MAKIRA Receive – 100% automated

RESTRICTED

- 01. Receive
- 02. Create
- 03. Approve
- 04. Archive

## Input



Paper



E-invoice



PDF



E-mail



XML



MAKIRA  
Capture



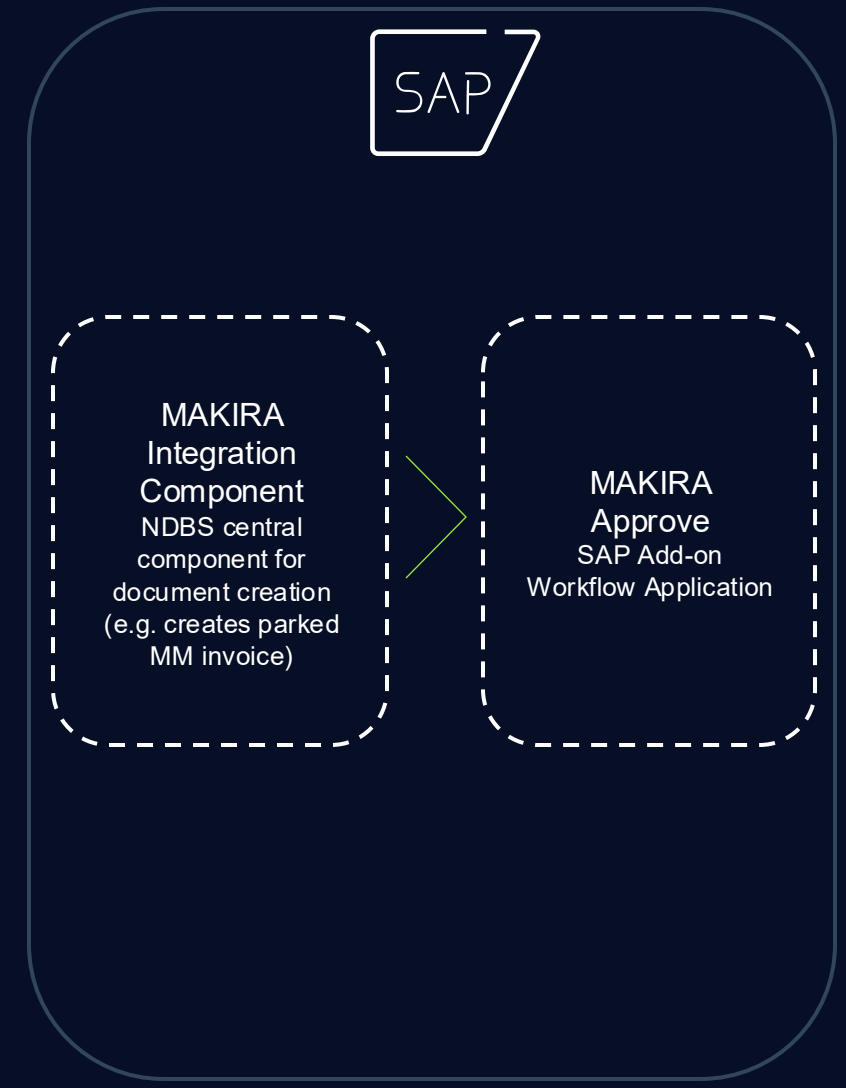
MAKIRA  
E-Invoice



MAKIRA  
AI



MAKIRA  
Reports



# MAKIRA Receive – Capture (details)



# MAKIRA Create – Enrich AI

- Invoice Account Assignment Automation (non-PO)



Automates +90% of account assignments for non-PO invoices



MAKIRA AI

### Automatically fills:

- ✓ Account Assignment
- ✓ Cost Center
- ✓ Requestor
- ✓ VAT code
- ✓ Checks for missing PO



Account assignment automation  
**+90%**

Manual Account assignment less than  
**10%**



- ### Trained on past accounting data
- Looks back 2-5 years of learning history
  - Improves after go-live by analyzing corrections

## Invoice automation journey with AI



# MAKIRA Create – Match AI

- PO Line-Item Matching



Invoice



MAKIRA AI

- ✓ Matches Invoice and PO line items based on the last 2-5 years of learning history
- ✓ Uses Machine Learning and matching data to train Matching AI
- ✓ Up to 2x improved matching success



PO



## Benefits

- Better matching = higher automation (auto-posting)
- AI is more accurate compared to rule-based matching
- Your solutions continuously learns and gets smarter using AI



## AI matching compared to rule-based

- AI uses line items at a higher rate and accuracy
- Performs better similarity search
- Smarter search capabilities with semantic understanding

# MAKIRA Buddy AI

- Your MAKIRA Expert Chatbot

- 01. Receive
- 02. Create
- 03. Approve
- 04. Archive

## Your buddy is 1 click away

- ✓ Helps you answer relevant questions
- ✓ Explain MAKIRA functions
- ✓ Provide help and guidance
- ✓ Answer troubleshooting questions



Customer

- "How do I approve an invoice?"
- "How do I submit an emergency order?"



MAKIRA AI Buddy

- ✓ Answers based on where you are during training, implementation or after go-live



MAKIRA AI

- Deep Agentic AI knowledge about all components of MAKIRA



Connect to MAKIRA experts

- ✓ Creates support tickets to solve issues fast

# Robots Ensure Faster and Flawless Order Processes at Nilfisk

## Business need

Desire to automate the entry of sales orders into the business system and the desire to reduce manual processes and increase quality in order handling.

## Solution

MAKIRA Capture - A software robot that digitalizes and automates the order process. The customer sends the order in PDF format and a process robot ensures correct order entry. MAKIRA Capture is built on (1) rules – ensuring standardized processes, and (2) artificial intelligence – enabling the robot to gain knowledge and validate the documents.

## Outcome

- Possibility of 100 % automated scanning, recognition and registration of sales orders in the ERP system without human interaction. The solution can be adapted to any company's need to control and monitor the documents.
- Higher quality through minimization of manual entry errors in the process
- Release of resources connected to order management to customer service optimization

- ✓ Efficient handling of sales orders
- ✓ Higher quality and fewer errors

- ✓ More resources for customer service



I am simply crazy about this robot solution. It digitalizes our order process, reduces the number of key errors, and in the end, it releases resources that we can use to optimize our customer service instead.

Lena Melander, Project Manager, Customer Service Nordic, Nilfisk A/S





# Redefining the sound of efficient invoice flows with MAKIRA

## Business need

- Bang & Olufsen's manual process for invoice registration and handling was inefficient and cost-heavy
- A high degree of complexity due to the large number of different templates, languages, VAT codes, and more meant a considerable error rate, including duplicate invoices

## Solution

- MAKIRA Capture service and MAKIRA Approve

## Outcome

- Automation and optimization of the invoice registration flow in MAKIRA Capture has delivered significant cost and time savings
- The scalability of MAKIRA Capture delivers full transparency and flexibility in cost structure
- Global roll-out of MAKIRA Approve further optimizes the invoice flow thanks to pre-approved Purchase Order numbers
- ✓ Improved Quality
- ✓ Improved sense of purpose for the accounting team with less manual work
- ✓ Approx. 95% of invoices go through without any manual handling

“ Today, with MAKIRA Capture, we are in a much better position for exploring further steps to support our automation journey.

Nickolaj Almskou Holler, Director, Financial Excellence & Taks, Bang & Olufsen



## Automated Order Confirmation Helps Streamline LOGSTOR's Procurement

### Business need

- Order confirmations were entered manually by the team of buyers, resulting in wasted time
- Faulty confirmations were often due to human error
- Errors affected the overall production plan
- Monotonous manual entries had a demotivating effect on the buyers

### Solution

- MAKIRA Capture automates order confirmations, freeing up time for buyers, lowering erroneous entries, and streamlining the production line

### Outcome

- Automated order confirmations resulting in decreased time wastage and increased productivity
- Less time needed for monotonous tasks and more time for important tasks
- Self-learning system requires little maintenance and support
- ✓ Less than 1 month of implementation
- ✓ 20 buyers
- ✓ 100 Hours saved per week
- ✓ 10 Years of experience with solution



Each of our 20 buyers is saving an hour every day after we implemented MAKIRA Capture for order confirmations. Instead of entering all confirmations manually, they can now spend the extra time looking after our suppliers.

Susie Nielsen, SAP IT Coordination & Test Manager



The background features a central dark blue circle from which numerous thin, teal and green lines radiate outwards, creating a starburst or sunburst effect. The lines are dense and layered, with some appearing as solid bands and others as fine, overlapping strands. The overall color palette is a range of blues and greens, from deep navy to bright lime green.

Wrap up & QA

# Key takeaways

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- 01** Remove 65-90% of manual work using MAKIRA.
- 02** Automate the full document lifecycle in SAP from receive and create to approve and archive
- 03** Achieve straight-through processing in AP, with invoices processed in minutes and SLA-based exception handling when needed
- 04** Use AI trained on historical accounting data (2–5 years) to improve accuracy and increase automation over time
- 05** Automate over 90% of account assignments for non-PO invoices using MAKIRA Enrich AI



Want to learn more.  
Let's talk.



Use the QR code to fill in our  
form

# Let's talk



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